

# AALTO VENTURES PROGRAM

Contact us  
juho.hoikka@aalto.fi

Visit us  
2nd floor, TUAS Building  
Otaniementie 17  
02150 Espoo

AVP's entrepreneurial courses starting in Second period. Listed are the different entrepreneurial courses offered by AVP that are starting in October. Join a single course or start doing your whole minor program. The detailed information for Aalto Ventures Program minor can be found from our website: [avp.aalto.fi](http://avp.aalto.fi)

"Design and Innovation in Context was a great course for an engineering student to learn about design thinking. Peter Kelly's inspiring lectures and the design case for Finnair in the multidisciplinary team was definitely a one-of-a-kind experience!"  
– student feedback

## TU-91.2045 Design & Innovation in Context

**Credits: 6 Teaching period: II**

The principle aim of the course is to expose and sensitize participants to discover the power of "design thinking". To many, design thinking is invoked when a product or experience offering needs to "look right" or "feel right". In this course, we want you to embrace design thinking as an approach that any successful entrepreneur should employ - a highly intuitive, customer obsessed, deep dive perspective on solving problems or challenges in compelling and meaningful ways. To be clear, the principle aim is not to train people to be designers, rather, to embrace the power of design thinking as a catalyst for innovation.

The course starts on Tuesday 29.10. in Startup Sauna Backstage

More info: [noppa](#)

## TU-91.2046 Managing Innovative Sales

**Credits: 3/6 Teaching period: II**

The principal objective of this course is to give students a general but thorough understanding of the area of innovation selling and sales management for both professional and academic purposes. This includes developing an interest in the area of sales, understanding the dynamics and challenges in organizing sales work and the ability to analytically evaluate and solve sales-related issues.

Managing Innovative Sales is possible to complete as a 6 or 3 credit course. The difference between the courses is case work that is included in the 6 credit course but not in the 3 credit course.

The course starts on Thursday 31.10. in AE-107 (Töölö)

More info on 3 ECTS: [noppa](#)  
More info on 6 ECTS: [noppa](#)